

## Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 02888 111732Z  
ACTION EB-08

INFO OCT-01 ARA-14 ISO-00 CAB-05 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /041 W  
-----084297 120653Z /14

R 111405Z APR 78  
FM AMEMBASSY LA PAZ  
TO SECSTATE WASHDC 301

UNCLAS LA PAZ 2888

E.O. 11652: N/A  
TAGS: EAIR, BL  
SUBJ: NEGOTIATIONS BETWEEN THE INTERNATIONAL AIRLINES AND  
AASANA

REF: LA PAZ 2303

1. NEGOTIATIONS BETWEEN THE INTERNATIONAL AIRLINES AND  
AASANA REGARDING PROPOSED INCREASES IN AASANA FEES HAVE ONCE AGAIN  
BROKEN DOWN. IN THE LATEST ROUND OF TALKS, WHICH INVOLVED  
BRANIFF AND LUFTHANSA AS WELL AS AN IATA REPRESENTATIVES,  
AASANA INTRODUCED DEPRECIATION AND FINANCIAL COSTS THAT HAD NOT  
BEEN PRESENTED IN THE COURSE OF EARLIER NEGOTIATIONS. THE  
COSTS, ALL OF WHICH WERE ATTRIBUTED TO LA PAZ SANTA CRUZ  
AIRPORTS WERE NOT SUBSTANTIATED, AND THE INTERNATIONAL  
CARRIERS HAVE REQUESTED THAT THEY NOT BE CONSIDERED IN  
CALCULATING AASANA CHARGES. THE LINES HAVE ASKED THE MINISTER  
OF TRANSPORTATION FOR ADDITIONAL SIXTY DAY DELAY IN  
THE APPLICATION OF THE NEW RATES, AND HAVE REQUESTED THAT HE  
REVIEW AASANA'S POLICY ON AIRPORT CHARGES.

2. ACCORDING TO THE CARRIERS, THE LANDING CHARGE FOR  
A DC-10 UNDER THE FEES PROPOSED BY AASANA WOULD RESULT  
IN A LANDING CHARGE IN EXCESS OF \$6,000 AS OPPOSED TO FEES FOR  
THE SAME AIRCRAFT OF \$1,900 IN FRANFURT AND \$1,350 IN PARIS.  
THESE FEES COULD RESULT IN WITHDRAWAL OF MANY CARRIERS  
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FROM LA PAZ.

3. NO DATE HAS BEEN SET FOR A RESUMPTION OF NEGOTIATIONS, AND  
IT IS NOT YET KNOWN WHETHER THE MINISTER OF TRANSPORTATION  
WILL AGREE TO DELAY THE INCREASES OR WHETHER HE WILL PERSONALLY  
INTERCEDE WITH AASANA TO BRING ABOUT A REDUCTION IN THE PROPOSED  
INCREASES.

4. A COPY OF THE AIRLINES' LETTER TO THE MINISTER OF  
TRANSPORTATION, AND OF THE SUPPORTING DOCUMENTATION  
SENT HIM, IS BEING FORWARDED TO STYLES, EB/TCA/OA, ROOM 5531,  
UNDER COVER OF A TRANSMITTAL SLIP.  
BOEKER

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, NEGOTIATIONS, AIRLINES, AIR FARES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 apr 1978  
**Decapton Date:** 01 jan 1960  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978LAPAZ02888  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780156-1307  
**Format:** TEL  
**From:** LA PAZ  
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**Message ID:** e94720b3-c288-dd11-92da-001cc4696bcc  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 LA PAZ 2303  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3012077  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NEGOTIATIONS BETWEEN THE INTERNATIONAL AIRLINES AND AASANA  
**TAGS:** EAIR, BL, AASANA  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014